



# Advancing Global Learning

SMALL TO MID-CAP COMPANIES



# Why is Global Learning Important?

The World Is A Smaller Place and We Are Not Alone or an Island

## ▶ Travel

### ▶ Personal Travel Around The World

- |                               |                        |
|-------------------------------|------------------------|
| ▶ 1500's – Magellan's ships - | 3 years                |
| ▶ 2013 – Gulfstream G650 -    | 41 hours and 7 minutes |

### ▶ Mail and documents

- |   |         |
|---|---------|
| ▶ Per the fastest ship or commercial airliner (see above) |         |
| ▶ Email and Scanned Documents-                            | Seconds |

### ▶ Voice

- |                                       |                 |
|---------------------------------------|-----------------|
| ▶ 1700s                               | None            |
| ▶ International Calling -             |                 |
| ▶ 1927- First calls from NY to London | \$25 per minute |
| ▶ SKYPE                               | Free            |



# International Business Is For The Big Boys.....Wrong It's For Anyone Who Wants to Survive

- ▶ Suppliers
  - ▶ Raw Materials
  - ▶ Joint venture opportunities to lower cost and to team up for larger opportunities both here and abroad
- ▶ Workforce & Talent
- ▶ Sales
  - ▶ US Customer's overseas plants or divisions
  - ▶ Direct sales into foreign markets
- ▶ Overseas distributors and sales agents
- ▶ Overseas professional services
  - ▶ Lawyers, accountants and experts from overseas working in US corporations



# Respect, Appreciate & Acceptance of Other Cultures

- ▶ Sales and export opportunities
- ▶ Recruitment of top talent
- ▶ Retention of top talent
- ▶ Top overseas experts in US firms may not be from the US
- ▶ Top talent within your customers
  - ▶ For example Cummins and Lilly's top markets are no longer the US, thus key talent for their business and corporate headquarters reflect the markets that drive revenue.



# What Is Needed?

- ▶ Broader student's horizons
- ▶ Increased international interactions
- ▶ Cultural exposure
- ▶ Understand and Benefit
- ▶ Second and third languages
- ▶ Open minded behavior
- ▶ Academic excellence
- ▶ Confidence and boldness to step outside of what is comfortable



# Personal International Interactions During My Career

Japanese

Brazilian

English

Scottish

French

Taiwanese

Mexican

Columbian

Australian

Argentinian

French

Australian

Canadian

South African

Indian

Chinese

German

Puerto Rican

Welsh